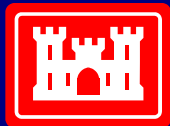


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# ENHANCED USE LEASING

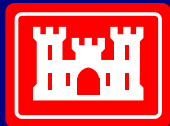


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# What is Enhanced Use Leasing?

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- **Leverage DoD assets that are currently available but not excess to the Military's needs**
- **Receive rent in cash or in-kind services no-less-than FMV of asset**

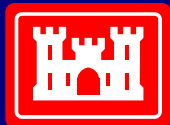


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# Why Lease?

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- **Off-set declining Operation & Maintenance budgets**
- **Avoid cost of maintaining or razing old building**
- **Free-up space for increased or new missions**
- **Bring tenants who are synergistic with missions of installations**

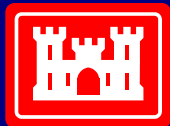


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# How do We Lease?

- **Competitive (Advertising) Process**
- **Source Selection Process**
- **Negotiation Process**



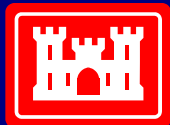
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# Case Study

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- **Aberdeen Proving Ground, MD**
- **No Guarantees of Government Purchase**
- **Army Goals**
  - Gain revenue through lease of land
  - Provide potential infrastructure for an emerging campus
- **Vision**
  - Research and Development Campus
  - Hotel – Conference Center



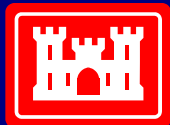


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# Aberdeen – EUL Site



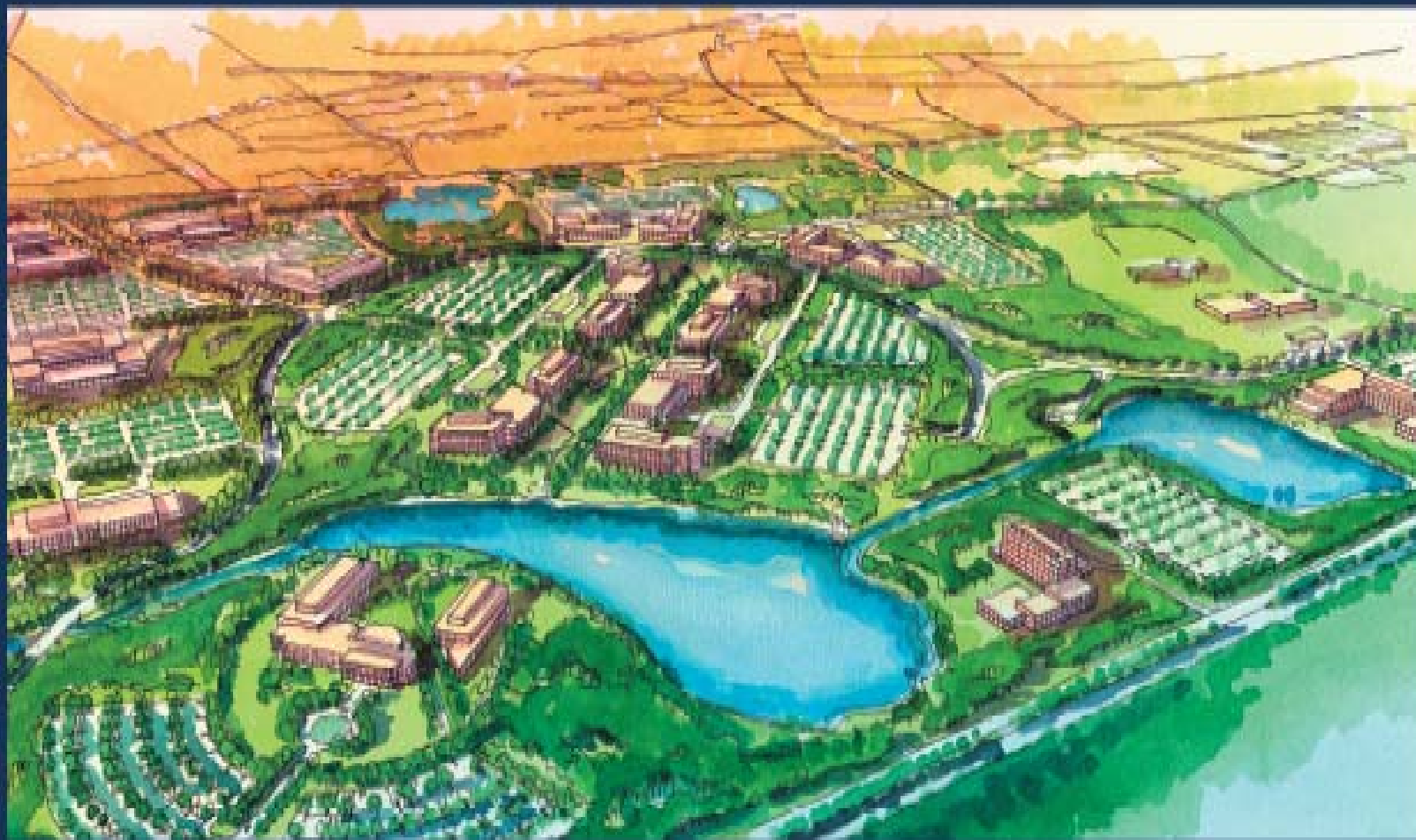


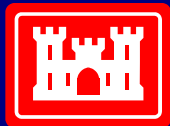


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# Aberdeen – The G.A.T.E.

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# Examples of EUL Projects

- **Fort Sam Houston**
- **Aberdeen Proving Ground**
- **Fort Detrick**
- **Yuma Proving Ground**
- **Offutt Air Force Base**
- **Fort Bliss**
- **Fort Dix**
- **Snake Creek National Guard**
- **Fort Greely**
- **Tinker Air Force Base**
- **Fort Meade**



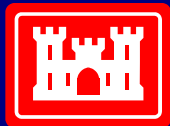


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# What Does the Deal Look Like?

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- **Army Goal – Maximize land rent by mirroring a private sector transaction**
- **Developer Teams**
- **Think Real Estate!**



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# Upcoming Process

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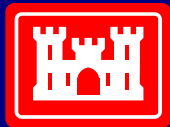
How to stay plugged in

[HTTP://EUL.ARMY.MIL](http://EUL.ARMY.MIL)

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# QUESTIONS

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